

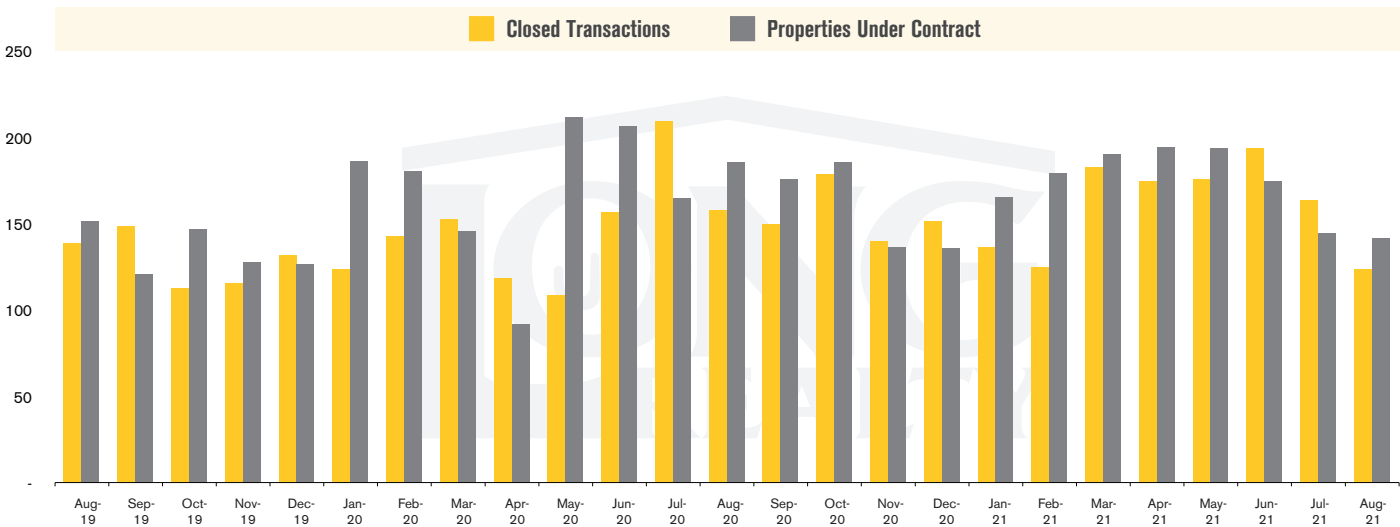
THE HOUSING REPORT

TUCSON NORTH | SEPTEMBER 2021

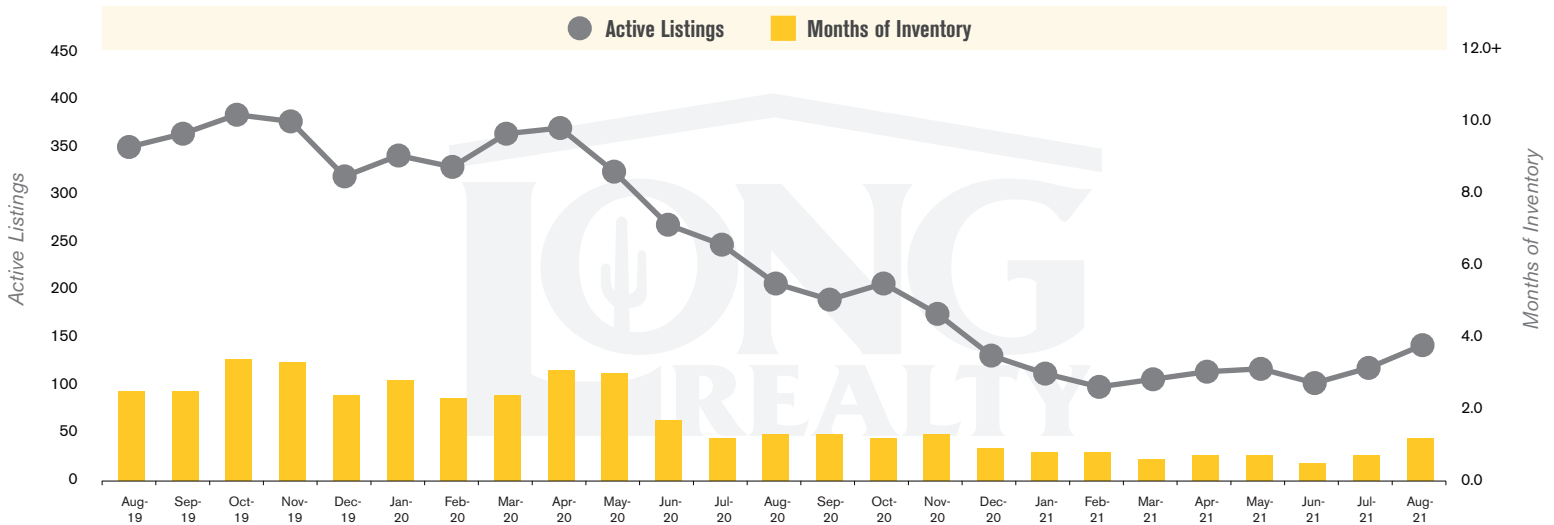


In the Tucson North area, August 2021 active inventory was 144, a 31% decrease from August 2020. There were 124 closings in August 2021, a 22% decrease from August 2020. Year-to-date 2021 there were 1,278 closings, a 9% increase from year-to-date 2020. Months of Inventory was 1.2, down from 1.3 in August 2020. Median price of sold homes was \$476,250 for the month of August 2021, up 14% from August 2020. The Tucson North area had 142 new properties under contract in August 2021, down 24% from August 2020.

CLOSED SALES AND NEW PROPERTIES UNDER CONTRACT TUCSON NORTH



ACTIVE LISTINGS AND MONTHS OF INVENTORY TUCSON NORTH



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Properties under contract and Home Sales data is based on information obtained from the MLSSAZ using TrendGraphix software.
All data obtained 09/08/2021 is believed to be reliable, but not guaranteed.

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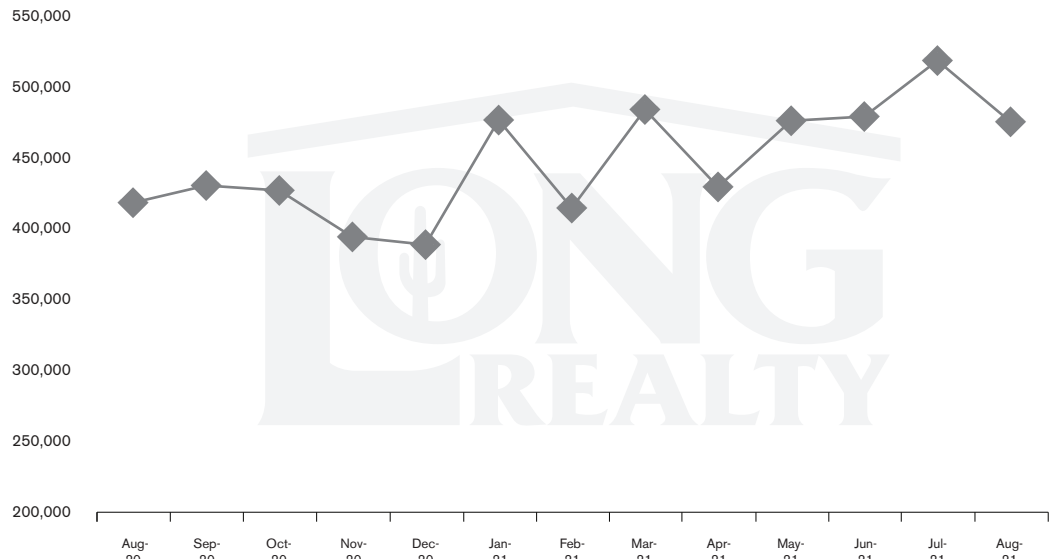
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MEDIAN SOLD PRICE TUCSON NORTH

On average, homes sold this % of original list price.

Aug 2020	Aug 2021
97.3%	99.7%

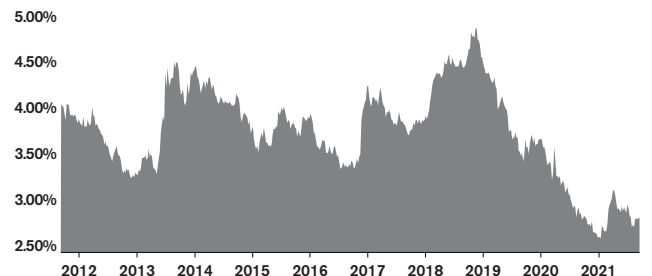


MONTHLY PAYMENT ON A MEDIAN PRICED HOME TUCSON NORTH

Year	Median Price	Int. Rate	MO. Payment
2006	\$335,000	6.140%	\$1,936.81
2020	\$418,800	2.940%	\$1,664.55
2021	\$476,250	2.840%	\$1,868.68

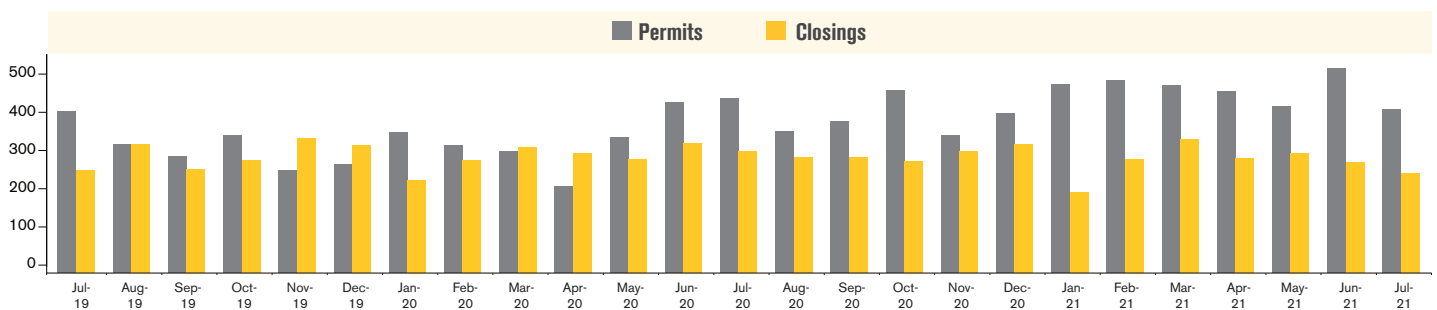
Residential median sales prices. Monthly payments are based on a 5% down payment on a median priced home.

30 YEAR FIXED MORTGAGE RATE



Source: FreddieMac.com

NEW HOME PERMITS AND CLOSINGS TUCSON METRO



Source: RLBrownReports/Bright Future Real Estate Research



For July 2021, new home permits were **down 18%** and new home closings were **down 6%** from July 2020.

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MARKET CONDITIONS BY PRICE BAND TUCSON NORTH

	Active Listings	Last 6 Months Closed Sales						Current Months of Inventory	Last 3 Month Trend Months of Inventory	Market Conditions
		Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21			
\$1 - 49,999	0	0	0	0	0	0	0	n/a	n/a	n/a
\$50,000 - 74,999	0	0	2	0	0	0	0	n/a	n/a	n/a
\$75,000 - 99,999	0	0	2	1	1	3	1	0.0	0.0	Seller
\$100,000 - 124,999	2	0	1	3	1	0	1	2.0	1.0	Seller
\$125,000 - 149,999	0	3	1	0	1	1	2	0.0	0.3	Seller
\$150,000 - 174,999	0	5	7	3	5	1	1	0.0	0.1	Seller
\$175,000 - 199,999	0	13	8	4	8	3	3	0.0	0.1	Seller
\$200,000 - 224,999	3	6	11	10	9	3	4	0.8	0.6	Seller
\$225,000 - 249,999	3	13	15	11	11	8	7	0.4	0.3	Seller
\$250,000 - 274,999	4	6	6	7	8	8	5	0.8	0.4	Seller
\$275,000 - 299,999	5	7	9	8	12	7	5	1.0	0.5	Seller
\$300,000 - 349,999	6	8	5	8	9	11	9	0.7	0.5	Seller
\$350,000 - 399,999	7	10	6	8	10	7	7	1.0	0.6	Seller
\$400,000 - 499,999	25	23	25	30	25	20	22	1.1	0.9	Seller
\$500,000 - 599,999	12	17	18	23	14	26	12	1.0	0.6	Seller
\$600,000 - 699,999	13	22	10	18	21	17	16	0.8	0.6	Seller
\$700,000 - 799,999	11	18	13	10	16	13	10	1.1	0.7	Seller
\$800,000 - 899,999	5	10	8	9	9	11	5	1.0	0.8	Seller
\$900,000 - 999,999	4	6	5	5	12	4	5	0.8	0.4	Seller
\$1,000,000 - and over	44	17	23	18	22	21	9	4.9	2.3	Seller
TOTAL	144	184	175	176	194	164	124	1.2	0.8	Seller



Seller's Market



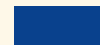
Slight Seller's Market



Balanced Market



Slight Buyer's Market



Buyer's Market



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Statistics based on information obtained from MLSSAZ and using TrendGraphix software on 09/08/2021. 3 month trend in months of inventory is the average of closed sales and active listing data from 06/01/2021-08/31/2021. Information is believed to be reliable, but not guaranteed.

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MARKET SHARE TUCSON NORTH

Long Realty leads the market in successful real estate sales.

Data Obtained 09/08/2021 from MLSSAZ using TrendGraphix software for all closed residential sales volume between 09/01/2020 – 08/31/2021 rounded to the nearest tenth of one percent and deemed to be correct.

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40.1%

Tierra Antigua Realty

12.0%

Russ Lyon Sotheby's International Realty

5.8%

Coldwell Banker Realty

5.6%

Keller Williams Southern Arizona

5.0%

Realty Executives Arizona Territory

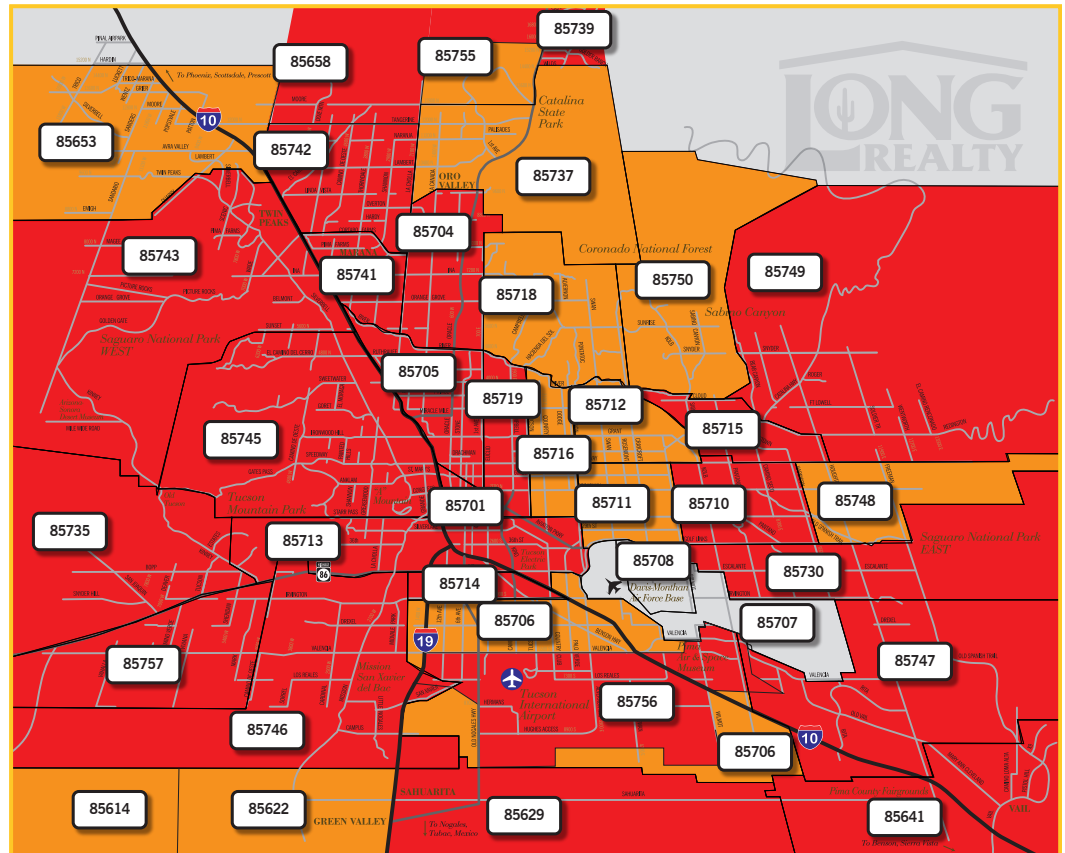
4.9%

CHANGE IN MEDIAN SALES PRICE BY ZIP CODE

JUN 2020-AUG 2020 TO
JUN 2021-AUG 2021

Real Estate remains very localized and market conditions can vary greatly by not only geographic area but also by price range.

Percentage of Change



PLEASE FEEL FREE TO CONTACT ME FOR A MORE IN-DEPTH ANALYSIS.

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This heat map represents the percentage of change in Tucson metro median sales prices from June 2020-August 2020 to June 2021-August 2021 by zip code. These statistics are based on information obtained from the MLSSAZ on 09/08/2021. Information is believed to be reliable, but not guaranteed.